

## Eligibility

- Educational institutions (including local, regional and national administrative offices)
- Faculty and staff
- Students (FPP, and School student option)
- Public libraries and museums
- Charitable organisations

Note: Hospitals and research laboratories are not eligible unless wholly owned and operated by a qualified educational institution.

## Summary

- Open – perpetual licensing for smaller institutions
- Full Packaged Product (FPP) - perpetual licensing for very small orders or students
- School Agreement – annual subs agreement for Primary & Secondary Schools (inc student option)
- Sources of further information:  
and [www.microsoft.com/emea/education/howtobuy.msp](http://www.microsoft.com/emea/education/howtobuy.msp)  
and [www.microsoft.com](http://www.microsoft.com)

## Academic Open Agreement

### Overview

- Two year licence
- Purchase perpetual licences
- Minimum initial order level of five licences
- Re-order level of one licence
- Can be used in conjunction with annual licensing agreements for additional licensing requirements

## Microsoft School Agreement 3.5

### Overview

- 1 or 3 year enrolment term - annual payment
- Price protection over 3 years if 3 year agreement chosen
- Licensed to run any version including up- and downgrades
- Primary, Secondary Schools and their local, regional and national administrative offices
- Sold through Authorised Education Resellers

### Details

- Choice of desktop products and servers
- 5% discount on the primary product platform (Office Enterprise 2007, Windows Vista Enterprise and Core CAL)
- Home Use Program – a new Software Assurance benefit providing faculty and staff with access to products for personal use (HUP) or work-related use (Work at Home)
- Standalone Student option
- Flexible and revised buy out
- Customers get “customised” media kits including only the products they ordered
- For each enrolment customers receive one complimentary MSDN Academic Alliance High School Membership

### Eligible PC Count

- Institution-wide commitment: All of the following must be included: PIII and over, iMac G3 & equivalent or better PCs
- The customer can choose to count any number of lower spec Pentium, 486/386 and Mac machines

### What Products can be Selected?

- Applications & System products (counting 1 point) including Office Enterprise, Windows Vista Enterprise upgrade, CoreCAL, FrontPage, Project, Encarta, Visio, Visual Studio, Publisher and CALs/SALs
- Servers (varying point count) including Standard and Enterprise versions of BizTalk, Exchange, ISA, SharePoint, SQL, Windows Server and many more
- Point counts are available on the product list which is referenced on the enrolment
- Customers are now able to order products after their initial order at a pro-rated price (six month minimum)

### Process

- No paperwork needs to be signed – terms and conditions are accepted first time customer activates licence online
- Sold through distribution/AER channel
- No media pack – media purchased separately as required
- Payment up front

### Steps

- Count number of students (if required)
- Choose products from product list
- Count number of eligible PCs
- Calculate institution count as follows:
  - Multiply no of eligible PCs by number of products
  - Multiply no of servers by point count per server
  - Add 1 & 2 to get the total unit count

### Minimum Order Requirements

- Server units calculated by point count for server X number of servers
- Level A = 50 units, Level B = 2500 PCs
- Units = # of PCs x # of application/ system products plus # of servers ordered x server point count
- Eg 1: 50 PCs x 1 product = 50 units
- Eg 2: 10 PCs x 5 products = 50 units

### Student Option

- For student owned PCs or school-owned PCs assigned for individual dedicated student use
- Licence specific no of students or the entire population
- Institution responsible for management and control
- The institution no longer needs to have a School Agreement in place to take out a Student Option
- 100 unit minimum requirement in addition to minimum requirement for institution

### Flexible Buy-out Option

- No need to convert all Windows, Office and Core CAL licences to perpetual licences on buy-out
- May acquire perpetual licences for products and quantities desired
- Buy-out pricing is equivalent to Academic Select -customers on 3-year enrolments will have further discounts but must buyout 100% of devices covered

### End of Enrolment Options

#### Renewal

- Enrolment for 1 or 3 years (via new signed enrolment)
- Extend current 1 year enrolment for another year (via extension form)

#### Let enrolment expire without renewing and either

- Purchase perpetual licenses via buy-out option
- Remove software from PCs